

Message Text

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ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

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R 300040Z JUL 76

FM SECSTATE WASHDC

TO AMCONSUL LAHORE

INFO AMEMBASSY ISLAMA

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E.O. 11652: NA

TAGS: BEXP, PK

SUBJECT: PRODUCT OPPORTUNITY - WAPDA POWER CONTROL CENTER

REF: LAHORE 887

1. SIPS/USDOC DISCUSSED REFTEL WITH CDC AND ROCKWELL WHO
00TH INDEPENDENTLY RECOMMENDED COMPUTER SCIENCES CORP. AND
STAGG SYSTEMS FOR CONSULTING CONTRACT. BOTH LATTER FLMs
WILL COMPLY WITH INSTRUCTIONS REFTEL ITEM 3. CDC AUTOCON
SUBSIDIARY AS SENT LETTER TO AS'AI.

2. ALTHOUGH UNINTERESTED IN CONSULTING PHASE ALONE (WHICH
COULD AMOUNT TO 300 THOUSAND DOLLARS) 00T CDC AND
ROCKWELL HAVE EXPERIENCE IN DESIGNING CONTROL SYSTEMS
DIRECTLY FOR THE UTILITY CUSTOMER SUC'AS HYDRO-QUEBEC AND
POTOMAC ELECTRIC CO. 00TH CONSIDER THAT TECHNICAL SOPHIS-
TICATION OF ASHAI TO BE AT HIGHEST LEVEL AND THEREFORE
QUESTION ACTUAL NEED FOR CONSULTANT I.E. ASHAI KNOWS WHAT
IS NEEDED AND HOW TO GET, T;EREFORE W Y NOT WORK DIRECTLY
WITH THE INTEGRATER? FYI: W ,AT WE ARE TRYING TO AVOID
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ALSO IS WAPDA GETTING A NON-A;ERICAH CONSULTANT WHO WOULD

BE UNFAMILIAR WITH MOST ADVANCED U.S. TECHNOLOGY.

3. THE PRESS OF OTHER MATTERS HAS PROBABLY PREVENTED
ASHAI FROM FORWARDING EXISTING GRID PLANS AND
GENERAL SPECS. TO CROSLEY AS DISCUSSED. POST MAY WISH TO
EXPLORE OBTAINING DOCUMENTS FOR AIR POUCHING TO SIPS
AND ADVISE. KISSINGER

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Disposition Approved on Date:
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Disposition Event:
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